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Latvia

Exporter Guide

Annual

2003

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Report Highlights:

Latvia has one of the highest economic growth rates among the European countries. Latvia voted in favor of EU membership in the September 2003 referendum. While a small market of only 2.3 million people, the country has an impressive food retail sector and a rapidly growing food service and tourist industry. Challenges for U.S. companies exporting to Latvia include the custom tariff concessions granted by Latvia to European Union member countries and other countries through special trade pacts. In addition, Latvia is harmonizing its veterinary legislation and trade regime with the EU regulations. Some of these changes in legislation have halted U.S. exports to Latvia, including red meat exports. U.S. poultry exports stand to lose the Latvian market prior to the EU accession in May 2004, unless the EU market has re-opened for U.S. poultry.

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Section I: Market Overview

The Latvian economy is among the most rapidly growing economies in not only Central and Eastern Europe, but also in Europe in general. The growth shows no sign of slowing down and is stimulated by a strong domestic demand. Latvia's GDP increased by 6.1 percent in 2002, and by 6.2 percent in mid 2003. However, Latvia's per capita GDP of US\$ 3,594 in 2002 was only 35 percent of the average European Union member countries. For several years inflation has been around 2.5 percent. Consumer purchasing power is rising, which allows for consumption growth. Unemployment is at a modest 7 percent. However, this average hides a disparity between a 3 percent level in the Riga metropolitan region and an unemployment rate of over 20 percent in rural areas.

The Latvian economy has been open to investors from any foreign country. Stimulated in part by the expectation that Latvia will accede to the EU within the next few years, inflow of direct foreign investments into Latvia stabilized in past years, amounting to \$ 2.7 billion at the end of 2002. Swedish and German investors accounted for the largest shares of 13 percent each. U.S. companies accounted for 7 percent (\$ 191 million), with investments mainly in real estate, transport and logistics.

The ongoing consolidation of the food retail sector and the growing presence of Nordic/European retail chains has increased the competition and contributed to the fast growth of processed food product sales in an expanding number of supermarkets and hypermarkets. In 2002, the domestic retail food, alcohol and tobacco trade amounted to US\$ 1.24 billion, accounting for 35 percent of total retail sales and supermarket and hypermarket sales increased by 27 percent. According to surveys, about 70 percent of the Latvian consumers prefer shopping at supermarkets.

Challenges in this market for U.S. exporters include tariff disadvantages vis-à-vis Latvia's free trade agreement partners – the EU, CEFTA, EFTA and the Baltic countries of Lithuania and Estonia. Under free trade agreements products from these sources are advantaged over imports from the United States facing MFN rates. In addition, Latvia has been modifying sanitary and phytosanitary standards in conjunction with its preparations for EU accession. Some of these changes have blocked once-existing U.S. trade, especially of pork and beef. Furthermore, Latvian consumers are generally unfamiliar with U.S. products since U.S. exporters of most product types have paid little attention to this region of the world.

Advantages and Challenges facing U.S. products

Advantages	Challenges
The general image of U.S. products is positive. They are considered to be safe and of good quality. Businesses are receptive to U.S. companies.	Low awareness of U.S. retail products, too few U.S. products on shelves of supermarkets
Inflow of Nordic/European retailers into the Latvian food retail sector and emergence of pan-Baltic food retailers. This offers the opportunity for chains to consolidate imports for the entire Baltic region.	Current veterinary certificate requirements impede imports of red meats. As Latvia acquires EU membership U.S. poultry exports stand to lose Latvia's market unless EU-US agreement on poultry signed.
Latvia joined the WTO in 1999, improving market access.	U.S. products face MFN duty rates compared to preferential tariffs and zero rates for exports from the EU and FTA partners.
Increased purchasing power is creating consumer demand for greater diversity and convenience of food products.	Consumer demand remains very price sensitive.

SECTION II: Exporter business tips**Local Business Customs**

Market entry strategies for U.S. food products should include:

- 1) Market research in order to assess product opportunities.
- 2) Advance calculation of the landed cost of a product in order to make price comparisons vis-a-vis competitors.
- 3) Locating an experienced, reputable importer/distributor or independent agent with strategic distribution channels to work with Latvian regulatory authorities to ensure the acceptability of specific products, advise on import duties, sanitary regulations, and labeling requirements. It is advisable to initiate personal contact in order to discuss marketing matters such as funding for advertising, slotting allowance, in-store promotions and tasting events.
- 4) Suppliers may also want to consider trade fair participation to raise awareness of their products.
- 5) Contacting the larger retail chains and exploration of their purchasing arrangements.
- 6) Consider using USDA's Supplier Credit Guarantee program to make credit terms more attractive to importers.

As a result of the fast-developing consolidation of Latvia's food market, perhaps the most effective strategy for U.S. exporters would be to connect with parent companies of the European food retail chains and processors (mainly Finnish, Swedish and Norwegian) that are expanding their outlets in the Baltics. These companies already have a degree of familiarity with U.S. products.

General Consumer Tastes and Preferences

Latvia has a population of 2.3 million. Consumer preferences differ significantly among various income, age and ethnic groups. A preference for new products is strong among the younger population. Income increases are skewed, however, with benefits going mainly to the urban/suburban populace. The national average monthly income per household member was US\$ 110. On average, Latvians spend approximately 36.4 percent of their income on food, and estimates show that eating out accounts for 12 percent of their total food expenditure.

The majority of Latvians, however, are still not major buyers of imported high-value products. In Latvia 76 percent population give preference to local brands over international ones. Of about one million shoppers in Latvia, only the higher income segments (10 percent) are regular consumers of imported high-value processed food products. These customers buy food at supermarkets 1-2 times per week, and are more concerned with variety, quality and brand names than price. Another 15 percent of the population makes up the second income group, categorized as occasional buyers, or "tasting level" buyers. With increased purchasing power, this group provides the base for future demand for high-value products and should be targeted for promotional activities. The fast-growing tourism business brought 2.1 million visitors to Latvia in 2002, and is adding to the demand for high-value processed products. Of 2.3 million population, 21 percent is retired with average pensions too low to allow much variety in food purchases. In many households, homemade meals are preferred and farming provides staples, mainly due to limited incomes.

Women account for 43 percent of the nearly 1.0 million people employed, and contribute to the increased demand in meals consumed away from home and the interest in ready-made products. The large retail chains, which are rapidly expanding in Latvia, have already begun to move customers from the open markets to supermarkets and weekly shopping at hypermarkets. They anticipate that with the high education level of the new generation and increasing income levels, this process will advance relatively quickly. About 70 percent of consumers prefer to shop at modern stores with a wide and attractive product assortment. However, the average retail purchase (US\$ 10) is of considerably lower value than that of the average Western European consumer.

Food Standards and Regulations

To meet EU accession targets, Latvia will have to harmonize its veterinary legislation and trade regime with EU regulations within six months prior to the EU accession date set for May 2004.

The Latvian Food Act is already fully based on EU directives, and regulates the flow of food products (production, trade and distribution), as well as health issues, consumer protection and food control. The September, 12, 2002, amendment of the Law on Supervision of the Food Circulation stipulates mandatory lab checks of imported food products, starting from October 16, 2002, in cases when the declared prices are lower than the wholesale price of the same producer in the country of origin. Special laws and ordinances regulate the flow of alcohol, grain, meat, dairy products, labeling, packaging, use of additives, level of residues, incl. veterinary and phytosanitary legislation.

Labeling in the Latvian language which includes product name, the name of the manufacturer, the origin, a listing of ingredients, additives, net quantity, name and contact information for the importer, instructions of use, storage directions and expiration dates is required.

With regard to bio-engineered ingredients, Latvia will follow EU regulations and certification requirements. As of January, 2003, special permits are required for distributing bio-engineered and novel foods, as required by the September, 2002 Regulation No 295. As of July 2001, special labeling is required for food products and ingredients produced of or derived from genetically modified organisms (GMOs). A one percent threshold is permitted for accidental contamination.

The Latvian "Regulation Regarding Restrictions on the Use of Drugs for Animals" (Regulation No 327 of September 19, 2000) prohibits the use of drugs containing growth promoting substances and beta agonists in food producing animals. In 2003, the Latvian Food and Veterinary Service approved the new veterinary (health) certificates for red meats that are based on EU directives and preclude imports of red meat from the U.S.. Information about the Latvian requirements for poultry is available in the FSIS export library at <http://www.fsis.usda.gov/OFO/export/latvia.htm>

Meat import and transit procedures and requirements (includes poultry) were enforced by the Cabinet Regulation No 482 of September 2, 2003, 'On meat products import, export and transit', in force from October 1, 2003. This regulation is based on following EU directives and requirements 72/462 EEC, 91/494/EEC, 91/495/EEC, 95/45/EEC and 2000/766/EC, 94/984/EC, 2000/418/EC. The Regulation lists 136 Latvian companies eligible to import and handle meat and meat products. Of Eligible exporters to Latvia, the Regulation lists fifteen U.S. meat and poultry plants approved for exports Latvia, provided U.S. exporters meet the import certificate requirements. These plants can export to Latvia until the Regulation is fully implemented prior to Latvia's EU membership in May 2004. After that date U.S. poultry exports may lose access to Latvian market unless the EU-US agreement on poultry is reached. As Latvia becomes a EU member Latvia will accept meats from U.S. plants, which have been approved for export to the EU. No red meat of U.S. origin has been imported in the past four years. The State Veterinary Service is open to receiving plant inspection applications, a prerequisite for Latvia's approval of meat, dairy and poultry establishments wishing to export their products to Latvia. Interested U.S. companies should apply to FSIS, which informs the Latvian Veterinary and Food Board and arranges for plant inspections.

Latvia's ports are also used as transshipment points for U.S. agricultural exports, which are ultimately destined for CIS markets. Transit of meat products is stipulated in the Cabinet Regulation No 482, (enforced October 1, 2003), paragraphs 39 – 42. The Regulation differentiates 'transit' from an 'interrupted transit'. Transit is allowed for identified transit cargos and product may not comply with the Regulation's requirements but should comply with the veterinary health certificate of the receiving country. An interrupted transit is not allowed for identified cargos if product does not comply with the Regulation's requirements. However, in this case such a cargo could be reloaded and /or shortly stored under the supervision by the border inspectors/veterinary doctors at the Riga Free Port, the Ventspils Free Port, and Liepaja's City Special Economic Zone territories.

The Latvian legal system is presently sufficiently developed to have in place both trademark protection and licensing provisions. Franchising is increasingly being used for business expansion.

General Import and Inspection Procedures

Customs authorities require the following documentation for imported products: a copy of the contract, an invoice, a bill of lading, indication of the amount, weight and value of the goods and the original certificate of origin, producer's declaration, safety and quality certificates and veterinary and phytosanitary certificates. The 18 percent value added tax (VAT) and packaging tax is levied ad valorem and collected by customs authorities upon

clearance of the imported goods at the border unless the cargo is forwarded to a bonded warehouse. For tobacco products, spirits, alcohol beverages and beer the excise tax is imposed. Importer must hold a national licence and buy the tax lags for imported tobacco and alcohol products. The Agricultural Support Service issues licences for import and export of grains and grain products, sugar, and food products to be imported into Latvia within the tariff rate quotas of special and free trade agreements. Latvian food control institutions include: the Veterinary and Food Service; Food Quality Inspection; Plant Products Inspection; and Sanitary Border Inspection.

Competition

For many basic products, domestic production meets the majority of the demand. Imports add to the variety of foods offered and also include products either not grown at all in the country or for which domestic production is insufficient to meet domestic demand. Over the past 5-6 years, European suppliers of food products have gained significant market shares and have established a strong market presence. Reasons for their success include proximity, historical ties, high-quality products, competitive prices, marketing support and logistical advantages. These companies have also benefited from their government's financial and marketing assistance.

Latvia maintains a rather liberal approach to agricultural trade, however, agricultural tariffs are protective of traditional products that can be produced domestically. U.S. exports are subject to MFN rates. The highest MFN duty rates stand at 55 percent for wheat, 45 percent for meat preparations, 36 percent for pork, and 30 percent for beef, poultry and chocolates. Latvia's WTO commitments provide for a schedule of annual reductions of MFN rates for red meat products and alcohol through the year 2008.

Challenges for U.S. exporters in entering the Latvian market include tariff disadvantages vis-à-vis suppliers from Latvia's free trade agreement partners (EU, CEFTA and EFTA partners and the neighboring Baltic countries). The Europe Agreement effected a preferential tariff schedule subject to annual reductions for EU member countries. The supplementary protocols provide for an increased number of TRQs with lowered or zero duties for imports of EU goods.

Latvia's bilateral free trade agreements with Slovenia, Iceland, the Czech Republic, Slovakia, Hungary, and Turkey provide TRQ concessions for sensitive agricultural products. The tariff rates, volumes and products included vary by country and product. Latvian Cabinet Regulation No 106 of March 25, 1997, and Amendment No 112 describe TRQ distribution and administration. The responsible agencies are the Customs Tariff Council at the Customs Board, and the Rural Support Agency at the Ministry of Agriculture. Each year, invitations are announced for importers to apply for a share of the preferential import tariff quotas provided under the various FTAs. TRQs are assigned to suppliers on a "first come first served basis". The TRQ fill rates are determined by market demand. For most products, traders are interested in filling the quotas provided by the Europe Agreement.

The Baltic Free Trade Agreement established duty free trade between Latvia, Estonia and Lithuania. None of the current FTAs will survive once Latvia joins the EU. Given the current trade flows, MFN custom tariffs presently apply to only about 15 percent of all agricultural and food imports.

With wood products excluded, Latvia is a net importer of agricultural and food products. In 2002, imports of US\$ 645 million far exceeded exports of US\$ 242 million. The U.S. is among the leading poultry suppliers to Latvia with a 36 percent share of imports in 2002 (8.7 thousand metric tons (MT)). EU countries dominated in Latvia's agricultural imports

with a 39 percent share (US\$ 224 million, Ls 131 million), followed by Latvia=s Baltic neighbors - Estonia and Lithuania with a 30 percent share, (US\$ 174 million, Ls 102 million), and Central and Eastern European countries - 10 percent, (US\$ 59 million, Ls 35 million), (wood products excluded).

The U.S. share of Latvian agricultural imports accounted for 1.9 percent, or US\$ 10.7 million in 2002 (wood products excluded). Other U.S. exports included coffee extracts, frozen fish, and pet food. U.S. imports of agricultural products from Latvia amounted to \$ 20.1 million, including \$ 16.7 million in wood products. Other U.S. imports were fish and fish preparations (\$ 1.4 million), cheese and dairy preparations (\$ 382 thousand), sweet oven products (\$ 337 thousand), fruits preserves and juices (\$ 303 thousand), chocolate and cacao products (\$ 264 thousand).

The Latvian schedule of WTO Tariff bindings is available at:
http://www.fas.usda.gov/scriptsw/wtopdf/wtopdf_frm.idc

The Latvian tariff schedule for 2003 is available electronically at the FAS Office of Agricultural Affairs, American Embassy Riga, Latvia, ph. +371 703 6200, fax +371 722 7390 or Email: agriga@apollo.lv

After Latvia acquires the EU membership in May 2004, the EU tariff schedule will be effected, available at: http://europa.eu.int/comm/taxation_customs/dds/en/home.htm. In general, the differences in tariff rates applied for the third countries do not surpass 5 percent. Custom duties will increase for products affected by the EU common agricultural policy, grains, milk, sugar, beef. As a EU member, Latvia will be affected by the EU applied market protection measures, import licenses, guarantee deposits, levies and standards that could lead import prices up. A guide to EU food laws and regulations is available at: <http://www.useu.be/AGRI/expguide>

SECTION III: Market Sector Structure and Trends

Food Retail Sector

In 2002, the domestic retail food, alcohol and tobacco trade amounted to US\$ 1.24 billion, accounting for 35 percent of total retail sales. Sales of food in supermarkets and hypermarkets by 27 percent testified for fast market concentration. According to surveys, about 70 percent of customers prefer shopping at supermarkets, of which about 50 percent shop daily.

As a part of the on going restructuring in food retail sector, the total number of stores selling food is declining. Although small independent shops and outdoor markets still lead in numbers, their market share has dropped to 28 percent. In mid 2003, food was sold in 87 supermarkets, 6 hypermarkets, 5,040 retail stores, nearly one hundred outdoor farmers' markets, as well as kiosks and stands. Supermarkets are expanding rapidly. The supermarket and hypermarket share accounted for 70 percent of total retail food sales. Given the relatively small consumer base in the Baltic region as a whole (Latvia, Estonia and Lithuania have a combined populace of about 7.5 million), it is the emergence of European/pan-Baltic retail chains with centralized purchasing and logistical operations, which will bring the greatest economies and efficiencies to the Baltic markets. In Latvia, Sweden's ICA Ahold with its daughter company ICA Baltic (Rimi chain), Lithuania's Vilnius Prekyba with "three sizes stores" concept, and Finland's Kesko with Citymarkets and Supernetto discount stores have emerged as the leading newcomers. Each of these chains has opened stores in all 3 Baltic countries. The German "Sky" chain is also present in the market since 1997. Other German chains "Lidl" and "Carrefour" plan to enter the Latvian market with discount

stores. The largest Latvian owned chains are Mego, Nelda, Beta and Elvi. U.S. companies looking for reputable distributors in Latvia should contact the leading processed food products' suppliers to the retail sector: Avers Centrs, Unifex, Park, Reaton, Koning Eirotrans, Mono Trade House.

Hotel, Restaurant, Institutional (HRI), Food Service

A successful hotel/restaurant trade has rapidly developed in Latvia; however, the HRI industry is still relatively small. The growth within the hotel and restaurant sector has been boosted by the expansion of tourism. There were 2.273 million visitors to Latvia in 2002, of which 20 percent from the European Union – mostly Finland, Sweden, Germany. Latvian hotel, restaurant and institutional (HRI) food sales, including alcohol and tobacco, totalled Ls 123 million (US\$ 199 million) in 2002, a drop by 4 percent, compared to the previous year. Estimates show that imports accounted for about 30 percent of the total food products used in the catering sector in 2002. The new fast food outlets and restaurants with international-style cuisines have begun to change the structure of the food service market. The restaurants mostly cater to high/middle income groups and have increased sales by 70 percent over the past five years. The younger population and tourists are the engines behind the successful introduction of the new cuisines in the Latvian market. In addition to fast food offerings such as pizza, hot dogs and hamburgers, various ethnic cuisines, such as Mexican, Chinese, Vietnamese, Italian and Indian, have entered the food service industry. The majority of the customers remain at the "tasting level", however, and prefer a family-style menu of traditional Latvian food. Currently, only a few chain restaurants are present. U.S. companies looking for reputable suppliers to HRI sector should contact the leading suppliers: Avers Centrs, Unifex, Reaton.

Food Processing Sector

In 2002, the total output of the Latvian food industry amounted to US\$ 595 million, a 14.5 percent growth, accounting for nearly one-third of the country's total manufacturing output and was estimates at 25 percent of its industrial exports. The value of raw materials and ingredients used by food industries for production was estimated at US\$ 375 million, of which 35 percent was imported. The largest food processing industries are meat, dairy and fish, and the level of production is rather high. Up to early 90's, Latvia's agricultural production met the demand of the food processing industry. Currently, Latvia is self-sufficient only in grains, milk, potatoes, and eggs. In 2002, the level of self-sufficiency in basic agricultural products, by percent was food grains 154 percent, milk 121 percent, potatoes 95 percent, beef 76.6 percent, pork 58.6 percent, poultry 30 percent, and vegetables/fruits 47 percent. Major imported products for processing industries included red meats and poultry, edible oil, juice concentrates, barley malt, spices and seasonings, vegetables, and fish. Countries within the Baltic Free Trade pact are the main suppliers of red meats. Pork is imported from Estonia (5,315 MT or 45 percent of a total of 11,654 MT of imported pork in 2002) and Germany (19 percent), and beef is imported from Lithuania (76 percent of a total of 3,204 MT of imported beef). The U.S. is the leading supplier of poultry accounting for 36 percent share (8,746 MT of a total of 23,877 MT of imported poultry), followed by Belgium with a 26 percent share. Except for poultry, relatively small quantities of U.S. products are used in the food processing sector.

The development of the food processing industry is currently impeded by the inadequate domestic supply of agricultural raw products and limited export possibilities. Only a few dairies and fish processors comply with EU quality requirements and packaging standards. The large food processors purchase raw materials and food ingredients directly from foreign exporters, mostly within the Baltic free trade area, and nearest central European countries. Large wholesalers and distributors also supply the sector.

SECTION IV: Best high value product prospects

Products which are unfamiliar to Latvian consumers but may present some potential include low-fat, low-salt and sugar-free items, as well as brown sugar, cake mixes, marshmallows, tortillas, corn-meal, graham crackers, chocolate chips and Creole/Cajun food. Other potential U.S. export items include snack foods, raisins, dried foods, nuts, peanut butter, jams, jellies, frozen yogurt, sherbets, soft drinks, drink mix powders, frozen juice, wine, frozen foods, pasta preparations, frozen and canned seafood, frozen and canned vegetables and fruits, maple syrup, cheese, sauces, salad dressings and breakfast cereals. Ready-made meals, quick-to-prepare main and side dishes and ethnic international foods are gaining in popularity.

SECTION V: Key contacts and further information

Latvian State Veterinary Service
Republic Sq 2
Riga LV 1981, Latvia
T: 371 7095230
F: 371 7322727
Email: pvd@pvd.gov.lv

Latvian Food Center
Valdemara Street 38
Riga LV1013, Latvia
T: 371 7021575, 371 7027 713
F: 371 7021755
Email: lpc@lpc.lv

Latser, Product Conformity Assessment Center (PCAC)
Unijas Street 45/47, 3 rd Floor
Riga LV 1039, Latvia
Tel: +371 7533033
Fax: +371 7533050
latser@latnet.lv

Latvian Traders Association
Bruninieku 12-9
Riga LV1001, Latvia
T: 371 7297372, 7297295
F: 371 7297364
ta@mail.bkc.lv
www.lta.lv
www.trade.lv

Latvian Ministry of Agriculture
Republic Sq 2
Riga 1981, Latvia
T: 371 7027010
F: 371 7027250
info@zm.gov.lv
European integration and foreign relations department
T: 371 7027567
F: 371 7830272
janis.briedis@zm.gov.lv

Central Statistics Bureau
Lasplesa Street 1
Riga, LV 1301, Latvia
T: 371 7366850

F: 371 7830137

<http://www.csb.lv>

Bank of Latvia

Kr. Valdemara Street 2a

Riga, LV 1050, Latvia

<http://www.bank.lv>

TABLE A: Key trade & demographic information

Agricultural Imports From All Countries (\$Mil) /U.S. Market Share (percent)*	484/2%
Consumer Food Imports From All Countries (\$Mil)/U.S. Market Share (percent)*	354/2%
Edible Fishery Imports From All Countries (\$Mil)/U.S. Market Share (percent)*	28/2%
Total Population (Millions)/Annual Growth Rate (percent)	2,351/-0.8
Urban Population (Millions)/Annual Growth Rate (percent)	0.9/-0.8
Number of Major Metropolitan Areas	1
Size of the Middle Class (Millions)	0.6
Per Capita Gross Domestic Product (U.S. \$)	3,594
Unemployment Rate (percent)	7.7
Per Capita Food Expenditures (U.S. \$), per year	1,221
Percent of Female Population Employed	43
Average 2002 Exchange Rate US\$1	0.618 Lats

* Source: UN Trade Data Base

TABLE B. Consumer food & edible fishery product imports

Latvia Imports (In Millions of Dollars)	Imports from the World			Imports from the U.S.			U.S Market Share		
	2000	2001	2002	2000	2001	2002	2000	2001	2002
CONSUMER-ORIENTED AGRICULTURAL TOTAL	278	304	354	7	6	6	3	2	2
Snack Foods (Excl. Nuts)	24	25	29	1	1	1	0	0	0
Breakfast Cereals & Pancake Mix	3	4	5	0	0	0	0	0	0
Red Meats, Fresh/Chilled/Frozen	12	19	24	1	1	1	1	0	0
Red Meats, Prepared/Preserved	3	5	8	0	0	0	0	0	0
Poultry Meat	8	12	17	3	2	4	40	19	21
Dairy Products (Excl. Cheese)	19	23	22	0	1	0	0	0	0
Cheese	4	7	8	0	0	0	0	0	0
Eggs & Products	1	1	1	0	0	0	0	0	0
Fresh Fruit	40	38	43	1	1	0	0	0	0
Fresh Vegetables	17	18	22	0	0	1	0	0	0
Processed Fruit & Vegetables	18	21	24	1	1	1	3	4	1
Fruit & Vegetable Juices	5	6	7	1	1	1	1	1	2
Tree Nuts	3	4	4	1	1	1	11	19	12
Wine & Beer	23	23	28	1	1	1	1	1	0
Nursery Products & Cut Flowers	7	7	8	1	1	1	1	1	0
Pet Foods (Dog & Cat Food)	7	9	10	1	1	1	3	7	5
Other Consumer-Oriented Products	85	83	95	2	1	1	2	1	1
FISH & SEAFOOD PRODUCTS	21	27	28	1	1	1	3	2	2
Salmon	2	3	3	1	1	0	2	0	0
Surimi	1	1	1	0	0	0	0	0	0
Crustaceans	1	1	1	0	1	0	0	0	0
Groundfish & Flatfish	5	6	8	1	1	1	3	3	2
Molluscs	1	1	1	1	0	1	6	0	1
Other Fishery Products	12	17	15	1	1	1	4	2	3
AGRICULTURAL PRODUCTS TOTAL	381	411	484	9	8	7	2	2	2
AGRICULTURAL, FISH & FORESTRY TOTAL	441	484	578	10	9	8	2	2	1

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

TABLE C: Top 15 suppliers of consumer foods and edible fish**Latvia - Top 15 Suppliers****CONSUMER-ORIENTED AG IMPORTS**

(\$1,000)	2000	2001	2002
Lithuania	46,583	58,619	79,294
Estonia	26,117	31,508	32,538
Germany	23,467	26,043	30,326
Poland	23,649	24,525	30,288
Netherlands	32,232	29,733	29,992
Spain	17,230	16,628	22,573
Italy	11,798	13,925	14,122
Russian Federation	4,610	6,940	10,250
Denmark	14,412	10,923	9,501
France	9,217	7,993	9,438
Belgium	4,048	5,723	8,329
Hungary	5,782	7,054	7,967
Ukraine	8,678	11,043	6,888
United States	6,970	5,791	6,271
Finland	3,326	3,910	5,651
Other	39,454	43,347	50,539
World	277,620	303,753	354,014

FISH AND SEAFOOD PRODUCTS

	2000	2001	2002
Norway	8,269	10,762	10,549
Lithuania	1,966	2,414	3,943
Iceland	591	1,158	2,434
Russian Federation	1,398	1,128	1,686
Estonia	1,603	1,181	1,360
Denmark	986	1,209	1,217
Sweden	308	972	1,011
Germany	455	397	647
Mauritania	383	1,120	622
United Kingdom	2,183	2,186	601
United States	740	587	529
Netherlands	1,037	407	461
Spain	570	655	421
Argentina	0	377	378
Canada	17	152	294
Other	773	2,135	1,720
World	21,288	26,853	27,882

Source: United Nations Statistics Division